Configure your way to success

Infor Configure Price Quote (CPQ)

Solving for COVID-19, Together.

Solution Overview

Customers and distributors expect highly customized products to be delivered quickly, accurately, and cost-effectively. Infor CloudSuite Configure Price Quote (CPQ) is designed for the business of tailor-made products—giving extended team members the power of visual, accurate, and fast ordering—at their fingertips.

BUSINESS BENEFITS

CPQ helps customers increase sales, reduce costs and differentiate their brands. Allows manufacturers and distributors to make it easy to select and configure their products, as well as entire systems of products and services. Empowers customers' sales channels, allowing reps to provide pricing to end customers, as well as calculate cost, margins, discounts, and price-adders to drive dynamic pricing models. Automates the quote-to-order conversion process to fulfill manufacturing requirements to the shop floor while also providing the exact same powerful experience within ERP to manage order changes

Increase sales – More quotes by cutting quoting time to minutes
- Larger quotes through cross-selling and up-selling
- Faster product introductions to grow market share
- Better win rates through personalized, complete proposals

Reduce Costs – Self-service quoting and ordering leads to fewer returns
- Correct manufacturing information results in less scrap and rework
- Automating admin activities allows for headcount reduction
- Integrated system reduces duplication of efforts
- Differentiate your brand - Self-service quoting and ordering leads to fewer returns
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- **CPQ** - Adaptable without customization – Extensible architecture Empower contributors and users – Self-sufficiency Speed to market – Agility
- **Flexible** - Drive more sales – multi-channel, multi-step channels, omni-channel Address complete processes – Q2C, CLM, enterprise integration Enable broader offerings – xTO, catalogs, services, and combinations
- **Easy to use** – Visual and instinctive anywhere Easy to manage – Design, modeling, and management Reduced TCO – Cloud first model

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